



CANNON BUILDING  
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**STATE OF DELAWARE  
REAL ESTATE COMMISSION  
REAL ESTATE EDUCATION COMMITTEE**

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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, December 6, 2018 at 9:30 a.m.**

**PLACE: Division of Professional Regulation  
861 Silver Lake Boulevard, Cannon Building  
Second Floor Conference Room A  
Dover, Delaware**

**MINUTES FOR APPROVAL:**

**MEMBERS PRESENT**

Barbara Broadway, New Castle County, Public Member, Vice-Chairperson  
Debbie Oberdorf, Kent County, Professional Member  
Juli Giles, New Castle County, Professional Member  
Sal Sedita, Sussex County, Professional Member  
Denise Tatman, Sussex County, Public Member  
Judy Dean, Sussex County, Professional Member

**MEMBERS ABSENT**

Michael Rushe, Kent County, Public Member, Chairperson  
Maggie Scarborough, Kent County, Professional Member  
Christine Steele, Sussex County, Professional Member

**DIVISION STAFF**

Eileen Kelly, Deputy Attorney General  
Alison Warren, Administrative Specialist III

**OTHERS PRESENT**

Lisa Lauther

**CALL TO ORDER**

Ms. Broadway called the meeting to order at 9:35 a.m.

**REVIEW OF MINUTES**

The Committee reviewed the minutes from the November 1, 2018 meeting. Ms. Giles moved, seconded by Ms. Tatman, to approve the November minutes as written. By unanimous vote, the motion carried.

**UNFINISHED BUSINESS**

**Request to Reconsider Application for Anthony Klemanski**

The Committee discussed the request to reconsider the original application for Mr. Klemanski. Ms. Dean moved, seconded by Ms. Tatman, to approve New Licensee Modules 2 & 3. By unanimous vote the motion carried.

## **NEW BUSINESS**

### **Disclosures Regarding Recruiting and Criminal History**

The committee reviewed the guidelines focusing on recruiting. It was discussed that there should be a standard statement that all schools will read to the students by the 2<sup>nd</sup> class informing them that they can be part of the recruiting roster or they can opt-out. Sal Sedita will draft a statement and will be reviewed at the next meeting. There was also discussion concerning criminal history and how that may impact a student's/applicants ability to obtain a Real Estate license. Ms. Kelly will draft a criminal history statement that would be read by a student prior to signing up for the Real Estate pre-licensing class. This draft will be reviewed at the next meeting.

### **Review of Course Provider Application(s)**

Ms. Giles moved, seconded by Ms. Dean, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

#### **The CE Shop, Inc.**

Discovering Commercial Real Estate      **Approved**

Module(s): 6

Credit Hours: 3

Sign Here: Contract Law on E-Signatures      **Approved**

Module(s): 3

Credit Hours: 3

Advocating For Short Sale Clients      **Approved**

Module(s): 7

Credit Hours: 3

Breaking Barrier: Fair Housing      **Approved**

Module(s): 7

Credit Hours: 3

#### **Ward and Taylor, LLC**

Ethics      **Approved**

Module(s): 7

Credit Hours: 3

First Time Home Buyers – Guiding a Buyer into a First Home      **Approved**

Module(s): 3

Credit Hours: 3

Understanding The Agreement of Sale      **Approved**

Module(s): 3

Credit Hours: 3

Risk Management      **Approved**

Module(s): 4

Credit Hours: 3

Current Issues In Agency Law      **Approved**

Module(s): 5

Credit Hours: 3

Legislative Landmines **Approved**  
Module(s): 5 or 7  
Credit Hours: 3

Don't Let Your Sale Fall Apart(and what to do if it does) **Approved**  
Module(s): 6  
Credit Hours: 3

Practical Tips for Listing Agents	<b>Approved</b>
Module(s): 6	
Credit Hours: 3	

Quirks in Real Estate – Practical Solutions to Problems **Approved**  
Module(s): 6  
Credit Hours: 3

Differences Between DE and PA Transactions      **Approved**  
Module(s): 7  
Credit Hours: 3

Omega Real Estate School  
Ethics  
Module(s): 2  
Credit Hours: 3

McKissock, LLC  
Educating Sellers  
Module(s): 7  
Credit Hours: 2

**New Castle County Board of REALTORS**  
**The Agony, Ecstasy & Ethics of Co-Broking**  
**Module(s): 2**  
**Credit Hours: 3**

**Approved**

Short Sale, PreForeclosure & Distressed Property  
Module(s): 6  
Credit Hours: 3

Ms. Tatman moved, seconded by Mr. Sedita to add Risk Management and Professional Standards courses to the agenda. By unanimous vote, the motion carried.

Risk Management      **Approved**  
Module(s): 4  
Credit Hours: 3

Professional Standards      **Approved**  
Module(s): 2  
Credit Hours: 3

Weichert Real Estate School  
Salesperson Pre-Licensing Course

Module(s): Pre-Licensing  
Credit Hours: 99

Delaware School of Real Estate

Code of Ethics **Tabled**

Module(s): New Licensee Module 1  
Credit Hours: 3

The Agreement of Sale **Tabled**

Module(s): New Licensee Module 2  
Credit Hours: 3

RE Documents & Seller Representation **Tabled**

Module(s): New Licensee Module 3  
Credit Hours: 3

Agent Etiquette **Tabled**

Module(s): New Licensee Module 4  
Credit Hours: 3

Agency & Fair Housing **Tabled**

Module(s): 1  
Credit Hours: 3

Code of Ethics **Tabled**

Module(s): 2  
Credit Hours: 3

50 Shades of Contracts: An Advanced Look at the Agreement of Sale **Tabled**

Module(s): 3  
Credit Hours: 3

RE Jeopardy – RE Documents **Tabled**

Module(s): 3  
Credit Hours: 3

Risk Management **Tabled**

Module(s): 4  
Credit Hours: 3

RE Jeopardy – Office Management **Tabled**

Module(s): 4  
Credit Hours: 3

Disclosures **Tabled**

Module(s): 5  
Credit Hours: 3

Current Issues in Agency Law **Tabled**

Module(s): 5  
Credit Hours: 3

RE Jeopardy – RE Practices **Tabled**

Module(s): 6  
Credit Hours: 3

Don't Let Your Sale Fall Apart(and what to do if it does)      **Tabled**  
Module(s): 6  
Credit Hours: 3

Short Sales      **Tabled**  
Module(s): 6  
Credit Hours: 3

Credit 101      **Tabled**  
Module(s): 7  
Credit Hours: 3

The 15 Minute Walkthrough – How Houses are Built and What Goes Wrong      **Tabled**  
Module(s): 7  
Credit Hours: 3

InterNACHI  
Saving Home Energy for Real Estate Agents      **Approved**  
Module(s): 7  
Credit Hours: 3

### **Review of Instructor Applications**

Ms. Giles moved, seconded by Ms. Dean, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Timothy Nally – New Application      **Approved – Module 7 only**

Alan Davis – New Application      **Approved**

Peter Zaby – New Application      **Approved – Module 6 & 7 – Retroactively approved for Nov 7, 2018**

### **CORRESPONDENCE**

There was no correspondence for the Committee to review or discuss.

### **OTHER BUSINESS BEFORE THE COMMITTEE** (for discussion only)

#### Review of Returned CE Audit Notice Documentation

Administrative staff is working through the returned audits; review from the committee is not needed at this time.

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### **PUBLIC COMMENT**

There was no public comment.

### **NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, January 3, 2019 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

### **ADJOURNMENT**

There being no further business, Ms. Broadway moved, seconded by Ms. Giles to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 10:41 a.m.

Respectfully submitted,

*Alison Warren*

Alison Warren  
Administrative Specialist III

*The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.*